

Agency for International Development
2010 Small Business Procurement Scorecard

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83.1

FPDS-NG Data as of April 29, 2011
eSRS Data as of May 31, 2011

Prime Contracting Achievement:			77.13
	2009 Achievement	2010 Goal	2010 Achievement
Small Business	8.66%	11.00%	9.60% (\$0.137B)
Women Owned Small Business	3.47%	5.00%	4.27% (\$0.061B)
Small Disadvantaged Business	1.50%	5.00%	5.54% (\$0.079B)
Service Disabled Veteran Owned Small Business	0.25%	3.00%	1.26% (\$0.018B)
HUBZone	0.71%	3.00%	0.28% (\$0.004B)

Sub Contracting Achievement:			114.13
	2009 Achievement	2010 Goal	2010 Achievement
Small Business	12.84%	22.30%	45.20%
Women Owned Small Business	1.95%	5.00%	18.60%
Small Disadvantaged Business	0.88%	5.00%	3.40%
Service Disabled Veteran Owned Small Business	0.04%	3.00%	0.10%
HUBZone	0.20%	3.00%	0.60%

Plan Progress:		100
<ul style="list-style-type: none"> ✓ Full response * Unacceptable response ↔ Partial response 		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.		✓
✓ Has demonstrated top-level Agency commitment to small business contracting.		✓
✓ Planned significant events to increase small business participation in the procurement process during the period.		✓
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.		✓
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.		✓
✓ Demonstrated no unjustified bundling has taken place during the period.		✓
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.		✓
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.		✓
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.		✓

Grading Scale	
A+	≤ 150% but ≥ 120%
A	< 120% but ≥ 100%
B	< 100% but ≥ 90%
C	< 90% but ≥ 80%
D	< 80% but ≥ 70%
F	< 70%

Comments:

Graded Agency:

In FY 2009, the U.S. Agency for International Development's (USAID) implementation of a comprehensive procurement reform strategy had, as one of its key objectives, increasing competition and expanding the use of small, minority, and women-owned businesses on direct contract awards. Our FY 2010 small business achievements show that our procurement reform efforts are beginning to have an impact. In FY 2010, USAID awarded 9.6% or \$137M, of its total dollar obligations to small businesses. Improving in 9 of the 10 prime and subcontracting achievement categories, our most significant change was in small business subcontracting where we increased our achievement from 12.84% to 45.20%, exceeding our 22.3% goal by almost 100%. Equally significant was our increase in the prime contract small disadvantaged business category where we exceeded our goal and more than tripled last year's achievement. In the women-owned small business category, we increased our prime contract small business achievement by almost one full percentage point and came very close to meeting our goal. In the women owned small business subcontracting category, we made tremendous progress in increasing our achievement from less than two percent to 18.6%.

While our overall small business percentage is comparatively low, this is driven, in large part, by the agency's obligations in support of the USAID's Global Health Bureau. Global Health acquisitions annually represent approximately 66% of the agency's total obligated dollars and the vast majority of this is for commodity purchases in support of the President's Emergency Plan for AIDS Relief (PEPFAR). PEPFAR commodity buys are procured from a consortium of 16 large organizations through a competitive contract awarded in 2005. When the contract was awarded, market research determined that there were no small pharmaceutical firms that could provide these commodities. This contract will be re-competed in 2013 and USAID will aggressively seek to engage small businesses in the follow-on contract using some of the tools created under our procurement reform strategy. We anticipate that this strategy will increase our small business achievement. If the Global Health Bureau is excluded from the goaling baseline for FY 2010, USAID actually awarded 19.76% of its total obligated dollars to small businesses.

SBA:

The Agency for International Development (USAID) met 1 of its 5 prime contracting goals: Small Disadvantaged Business. However, it did not meet its prime contracting goals for Small Business, Woman Owned Small Business, Service-Disabled Veteran Owned Small Business and HUBZone.

Fiscal year 2010 prime contracting achievement saw increases over FY2009 in Small Business, Women Owned Small Business, Small Disadvantaged Business and Service-Disabled Veteran Owned Small Business. USAID FY2010 achievement declined for HUBZone.

USAID regularly attends Small Business Procurement Advisory Council meetings.